

Against the Grain

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Publisher Profile-BiblioLabs

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BiblioLabs

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OFFICERS:

Andrew Roskill, CEO. **Mitchell Davis**, CBO.

Before **BiblioLabs**, **Andrew** and **Mitchell** were two of the entrepreneurs behind **BookSurge**, the world's first integrated, global publishing and print-on-demand manufacturing platform. They sold that company to **Amazon** in 2005 and worked at the successful integration over the following two years. The technology has significantly disrupted the traditional publishing industry over the past decade. **Amazon** now uses it to publish tens of thousands of books and print millions of books each year from facilities around the world. They both re-grouped with other former founders of **BookSurge** in 2007 to launch **BiblioLabs**.

Carolyn Morris, VP Digital.

Before **BiblioLabs**, **Carolyn** was Director of Academic Sales at **Ingram** and Director of Sales at **YBP Library Services**. She is an experienced speaker and author of numerous published articles on issues important to libraries. Before entering the library space she was a stay-at-home mother (hardest job ever) and a schoolteacher.

ASSOCIATION MEMBERSHIPS: American Library Association, BCALA, Charleston Digital Corridor.

KEY PRODUCTS AND SERVICES: **BiblioLabs** offers two connected products to libraries — **BiblioBoard Creator** and **BiblioBoard Library**. All libraries have free access to **BiblioBoard Creator**, a tool that enables libraries to create sophisticated, multimedia digital anthologies using their own collections or historical content from our catalog. **BiblioBoard Creator** enables libraries, without teams of developers and designers, to meet the high expectations of today's tech-savvy patrons on the Web and on mobile devices. **BiblioBoard Library** is where these anthologies are published and promoted.

Patrons search or browse **BiblioBoard** to find anthologies rich with unique digital artifacts hand-selected by expert curators; then read, view, listen, take notes, bookmark, download, export citations, or go mobile with ease.

BIBLIOBOARD LIBRARY FEATURES:

- 1-Click sync to Apple iPad, Kindle Fire HD, and Nexus 7
- Visually stunning presentation
- Tens of Thousands of pages of primary source content including maps, letters, pamphlets, diaries, photos, and more
- Streaming audio and video
- Unlimited multi-user access
- Unlimited printing and downloading
- Citation exports
- Note taking
- Bookmarking
- Free MARC records

Within **BiblioBoard**, libraries will be able to subscribe to a variety of content modules once they have subscribed to the **BiblioBoard Core** module. Currently, the only other available module is the **British Library 19th Century Collection** that is free for libraries that subscribe to **BiblioBoard** before July 1, 2013. We will be launching other modules later in the year.

CORE MARKETS/CLIENTELE: **BiblioBoard** is a valuable resource for many types of libraries. The **BiblioBoard Core** module includes high-interest, primary source content suitable for scholars, high school students, amateur historians, literature buffs, and even parents of young children. **BiblioLabs'** editorial team researches significant upcoming anniversaries, forthcoming motion pictures, and important issues in the media to ensure **BiblioBoard** content is relevant to today's information consumer. Recent Anthology titles include: *The Mayan Calendar System*, *Abraham Lincoln*, *The History of Poison*, and *The History of Chess*.

NUMBER OF EMPLOYEES: 30

HISTORY AND BRIEF DESCRIPTION OF YOUR COMPANY/PUBLISHING PROGRAM: Annual sales of \$17 million lead *Inc.500* to rank **BiblioLabs** the #7 fastest-growing media-company in the U.S. last year, right behind Facebook. Current revenue is generated through sales of historical print books to thousands of customers around the world. With distribution partners on every major continent **BiblioLabs** is truly a global company. Some of **BiblioLabs** content partners include **Gale**, **ProQuest**, **EBSCO**, **National Library of Colombia**, **National Library of Chile**, and the **British Library**. Ninety-five percent of **BiblioLabs'** 30 fulltime employees are dedicated to development, sales and marketing of **BiblioBoard**.

BiblioBoard offers public libraries and small- to medium-sized academic libraries a low-cost alternative to historical databases from more traditional publishers. With a **BiblioBoard** subscription, these libraries can significantly increase their eBook collections and easily support growing demand for mobile content with 1-Click syncing, no checkouts, or turn-aways. Our goal is to allow any library the opportunity to deliver an elegant, simple digital tablet experience on par with companies like **Amazon** and **Apple**. The ability to publish, promote, and share special collections via **BiblioBoard** is generally of greater appeal to larger academics that have vast digital collections. **BiblioLabs'** ability to build highly sophisticated products in a short period of time is unique in the library marketplace, and our products are constantly evolving and improving. 🐼